

April 29, 1924.

Dear Sir:-

Your offer to handle my Spanish Songs of Old California "on a consignment basis of 50% off" does not interest me in the least. You would be in great luck to get that discount for 30 days cash in orders of not less than 25. And at that you would make money -- for the books are staples, and will sell for the next fifty years. One dealer in Santa Barbara has already sold 250.

If you wish to order on a wholesale basis, address G. Schirmer Music Stores, Inc., Harold Skeath Manager, Los Angeles.

Yours truly,

Mr. E. M. Cohn,  
Main & Scott Sts.,  
Old Pacific Building,  
Monterey, Cal.